

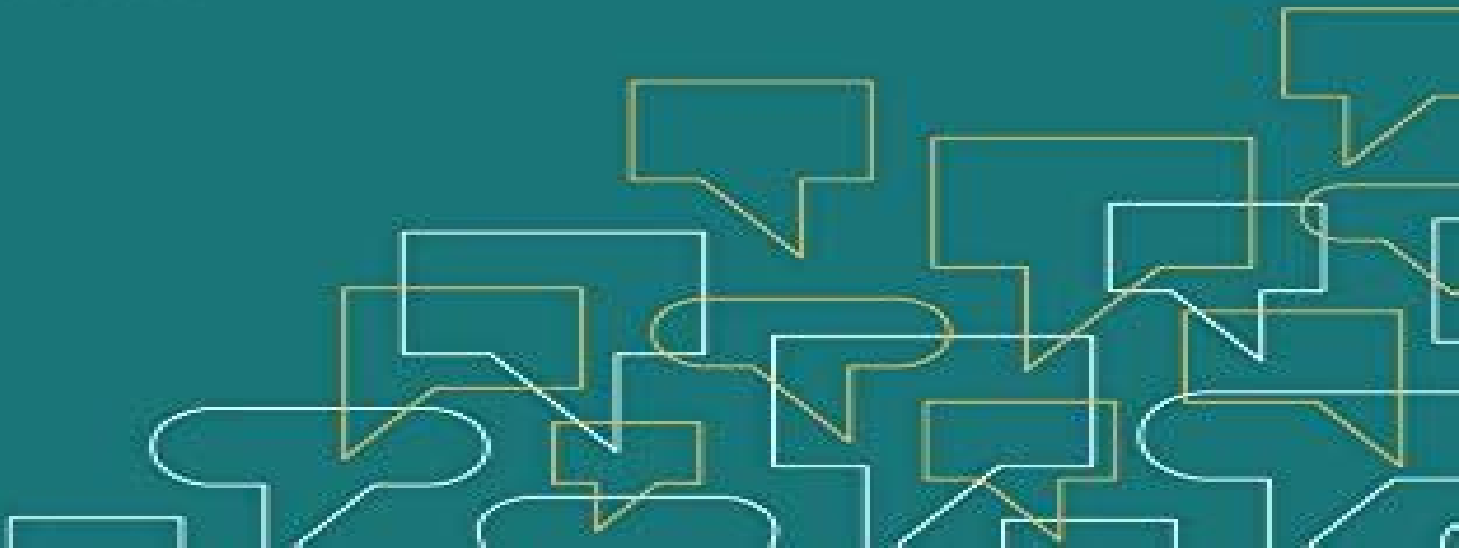


SEVENTH EDITION

Essentials of Negotiation

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DAVID M. SAUNDERS
BRUCE BARRY

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Essentials of Negotiation Roy J. Lewicki, 2004 Lewicki, Barry, Saunders, and Minton's *Essentials of Negotiation* Third Edition is a short paperback derivative from the main text *Negotiation*. It explores the major concepts and theories of the psychology of bargaining and negotiation and the dynamics of interpersonal and intergroup conflict and its resolution.

Negotiation Roy J. Lewicki, David M. Saunders, Bruce Barry, 2022 In this edition, there has been no substantial change in the fundamental organization of this book. We continue to emphasize negotiator ethics as a core concept that any student of negotiation should read and understand. The authors have carefully organized *Negotiation* to coordinate with the previous edition of *Negotiation Readings Exercises and Cases* eighth edition. The *Readings* book will no longer be published in paper form, but its contents are available online to be adopted separately or paired with versions of the *Negotiation* text. A condensed version of this text is also available as *Essentials of Negotiation* eighth edition, which will be available in 2024.

Loose-Leaf for Essentials of Negotiation Roy J. Lewicki, Bruce Barry, David M. Saunders, 2020-01-27 *Essentials of Negotiation* 7e is a condensed version of the main text *Negotiation* 8e. It explores the major concepts and theories of the psychology of bargaining and negotiation and the dynamics of interpersonal and intergroup conflict and its resolution. Twelve of the 20 chapters from the main text have been included in this edition; several chapters have been condensed for this volume. Those condensed chapters have shifted from a more research-oriented focus to a more fundamental focus on issues such as critical negotiation subprocesses, multiparty negotiations, and the influence of international and cross-cultural differences on the negotiation process. Accompanied by *Connect* and includes new SmartBook 2.0 to give your students a personalized reading and learning experience so they come to class more prepared. SmartBook 2.0 offers offline learning via a mobile device, required assignments, personalized review, and better accessibility.

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